August truck sales by manufacturer and segment

		14,000 & LESS GVW CLASS 1-3	14,001-16,000 GVW CLASS 4	16,001-19,500 GVW CLASS 5	19,501-26,000 GVW CLASS 6	26,001-33,000 GVW CLASS 7	33,001 & OVER GVW CLASS 8	TOTAL 1987	TOTAL 1986
CHRYSLER	MO	58,400						58,400	41,951
	YR	480,425						480,425	374,313
JEEP	MO	15,661						15,661	14,979
	YR	133,718						133,718	124,045
TOYOTA	MO	27,115						27,115	26,269
	YR	212,748						212,748	260,174
NISSAN	MO	18,042						18,042	22,880
	YR	148,397						148,397	153,205
MAZDA	MO	20,484						20,484	13,159
	YR	92,440						92,440	100,008
ISUZU	MC	8,233						8,233	7,811
	YR	61,595						31,595	56,727
MITSUBISHI	MO	4,055						4,055	2,694
	YR	34,021						34,021	21,195
SUZUKI*	MO	7,905						7,905	3,596
	YR	59,182						59,182	28,537
SUBARU	MO	66						66	471
	YR	1,118						1,118	2,445
RANGE ROVER	MO	272						272	0
	YR	1,301						1,301	0
FORD	MO	114,622			880	2,777	1,115	119,434	119,988
	YR	948,358			6,993	20,921	8,666	984,938	915,520
FREIGHTLINER	MO						2,201	2,201	1,352
	YR						15,218	15,218	11,237
CHEVROLET	MO	110,428		22	869	758	37	112,114	100,240
	YR	798,104		143	5,298	5,012	237	808,794	843,757
GMC	MO	28,535		427	614	1,518	474	31,568	25,686
	YR	208,577		3,860	5,213	15,377	5,538	238,565	234,106
*KENWORTH	MO					10	1,235	1,245	871
	YR					20	9,275	9,295	6,574
MACK	MO				168	184	1,369	1,721	1,535
	YR				1,697	1,942	12,455	16,094	14,560
MERCEDES	MO				183	180		363	321
	YR				1,061	1,531		2,592	2,443
NAVISTAR	MO		46	38	1,383	2,849	1,897	6,213	6,129
	YR		115	259	7,227	21,171	18,456	47,228	46,282
*PETERBILT	MO					10	1,000	1,010	1,013
	YR					51	7,471	7,522	6,401
VOLVO	MO					144	900	1,044	856
	YR					1,111	7,017	8,128	7,986
HINO	MO			42	35	67		144	77
	YR			315	309	603		1,227	593
NISSAN DIESEL	MO			42	18	77		137	0
	YR			350	191	554		1,095	0
ISUZU TRUCK	MO	283		14	23			320	302
	YR	3,414		105	196			3,715	3,163
MITSUBISHI FUSO	MO	113			13	58		184	0
	YR	484			118	324		926	0
SCANIA	MO						12	12	0
	YR						103	103	0
IVECO TRUCKS	MO	94	39	40	8			181	0
	YR	832	408	457	81			1,778	0
WESTERN STAR	MO						149	149	0
	YR						925	925	0
OTHER DOMESTICS	MO				17		77	94	54
	YR				98		739	837	752
GRAND TOTAL	MO	414,328	85	625	4,211	8,632	10,506	438,387	392,234
	YR	3,184,714	523	5,489	28,462	68,617	86,100	3,373,925	3,214,023
1986 YR to DATE		3,038,315	0	3,459	30,053	67,880	74,316	3,214,023	

*NOTE: Kenworth Class 7 and Peterbilt Class 7 & 8 sales for August are estimated. The August estimates are reflected in the 8-month totals for these individual numbers.

Medium, heavy trucks continue sales gains

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Retail sales of medium and heavy trucks in the United States continued to show solid gains in August and for the first eight months of 1987.

Total domestic retail truck sales of 438,387 last month were up 11.77 percent from 392,234 a year ago, according to reports from individual manufacturers and the Motor Vehicle Manufacturers Association.

For the January-August period, sales of 3,373,925 trucks were reported, up 4.98 percent from 3,214,023 in 1986. During August, medium-duty Class 4-7 sales of 13,553 units were up 6.10 percent from 12,774 last year.

And Class 8 heavy sales of 10,506 were up 31.19 percent from 8,008 in the same period of 1986.

Within the individual segments, Class 4 accounted for 85 sales last month compared to zero a year earlier.

Class 5 accounted for 625 sales, off from 797 a year ago; Class 6, 4,211, up from 4,114; and Class 7, 8,632, up from 7,863.

Year-to-date, the industry retailed 3,184,714 light duties, up 4.82 percent from 3,038,315 in like 1986. It retailed 103,111 medium-duty trucks, up 1.69 percent from 101,392 last year. And it retailed 86,100 Class 8 models, up 15.86 percent from 74,316 in like 1986.

Most individual medium and heavy-duty manufacturers are faring well in the relatively robust market.

Freightliner, for example, had sales of 2,201 in Class 8 last month, up 62.80 percent from like 1986. For the eight-month period, its retail sales of 15,218 were up 35.43 percent.

Similarly, Mack retailed 1,721 trucks in August, up 12.12 percent from a year ago. For the eight months, Mack's sales of 16,094 were up 10.54 percent from a year ago.

Kenworth had a sizable gain, though its August deliveries include an estimate for Class 7 models.

Kenworth retailed 1,245 trucks in August, including 1,235 actual reported deliveries for Class 8 and a 10-unit estimate for its Class 7 deliveries. That was up 42.94 percent from last year's 871 deliveries.

For the January-August period, Kenworth's sales of 9,295 were up 41.39 percent from a year earlier.

Navistar, the Class 8 leader, had total sales of 6,213 in August, up 1.4 percent from last year. For the eight-month period, its total of 47,228 was up 2.04 percent from a year ago.

New Mack creeper

Transmission, Western truck introduced

By Sheryl Harris
SPECIAL CORRESPONDENT

ANAHEIM, Calif. — Mack Trucks announced a new T2080 super-low-hole (creeper) transmission for 1988 models at the International Trucking Show here. It also displayed a new Western market model and announced additional warranty coverage.

Terry L. Warmkessel, Mack's director of marketing product planning, said five prototypes of its new "Baby 8" trucks will be introduced during the fourth quarter of 1987.

They are expected to be in production by January and to be officially unveiled at a mid-January press conference in Tampa, Fla.

Mack also said it is replacing the MR model with a new LE600 model.

A new E-7 12-liter engine will replace the 11-liter engine.

Paul Ritter, Mack Trucks' senior vice president — sales, added that Mack will have an all-new product line in place by 1991. The company does not, however, plan to replace its MH model.

The new T2080 8-speed transmission is designed for construction and refuse applications.

It offers a 20.1:1 gearing reduction. When used with rear axle ratios common to Mack's Maxidyne Plus engines, it will provide a gearing reduction in excess of 120:1, company officials said.

The T2080 gives West Coast customers in paving, construction and similar vocations the opportunity to use Mack's Balanced Design powertrain for the first time, according to Warmkessel.

It is designed for use with Mack's Maxidyne Plus engine and is built with Mack transmission components.

It has a torque rating of 1,700 pounds-feet and allows top speeds of 60-65 mph. It consists of a T2060/T2070 mainbox coupled to a T2090/T2100 compound, resulting in eight shiftable steps, two reverse gears, a 20.1 first low gear and 0.60 overdrive fifth gear.

Warmkessel said the transmission was designed with input from Mack's advisory council to be stronger, lighter and have better overall reduction than competitive models.

The T2080 is warrantied by Mack with three-year/300,000-mile coverage on major powertrain components.

"It allows customers requiring extremely low-speed, continuous operation equipment to specify an all—Mack powertrain," Warmkessel added. It also enhances the concept of Mack's new Western Contractor model.

The Western Contractor is a lightweight version of Mack's RD model, called the RD-600S. It is designed for specific West Coast-only regional needs.

It has a 14,700-pound chassis weight and 20,000-pound-capacity front axle. The cooling system has been redesigned and uses smaller and lighter components. The Western Contractor has a standard Mack EM6-275L Maxidyne Plus engine that produces 275 horsepower at 1,750 governed rpms.

Mack also is offering an on/off-highway version of its Bulldog Protection Plan, designed for coal or refuse haulers, concrete mixers, dump trucks, loggers and similar applications that require occasional off-highway use.

Customers can buy protection either for parts and labor or parts only.

APAA

Parts show keyed to world market

By Julie Whitmore
SPECIAL CORRESPONDENT

CHICAGO — The international market proved to be the focus of the Automotive Parts and Accessories Association's show here.

Toyota Motor Corp. and Saudi Arabia sent large delegations, and international buyers were welcomed at a hospitality suite in the McCormick Place.

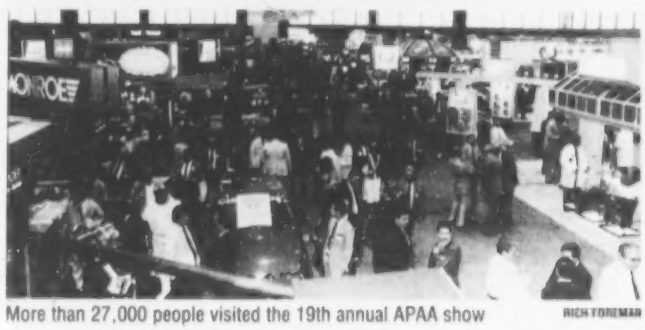
Toyota reportedly did not place any orders, but Naft Express Corp., a Saudi Arabian firm, announced plans to buy $300 million worth of automotive parts to maintain a 5,000-vehicle government fleet.

U.S. Department of Commerce representatives were on hand to assist overseas purchasers, and "Find a Product" television monitors also were used.

In addition, Kentucky Highlands Investment Corp., which provides venture capital and term loans to businesses that locate in "America's Automotive Alley," was looking for parts and accessories firms to complement its present automotive parts and assembly plants.

"There are some signs that things are changing" in the overseas market, said Katherine Hoffman, director of government relations for the Automotive Parts and Accessories Association.

The new price structure created by the appreciation of the yen in particular, has given foreign buyers a stronger incentive to look at U.S. products, she said.



More than 27,000 people visited the 19th annual APAA show
RICK FOREMAN

Although the mood of the exhibitors was optimistic, there were indications that sales to international customers were not as strong as expected.

Chuck Krauss, president of Trimbrite Products, a division of Spartan Plastics, which makes self-adhesive decorative trim products for the marine and RV industries, said, "We're not worried, we're just going to wait them out."

Many new products were introduced at the show.

Pentron Products, a manufacturer of electronic products including automotive bar gauges and tachometers, unveiled an electronic vehicle security system.

The new Page Alert VP4300 security system is priced at $150, and the new packaging system is said to require 40 to 50 percent less warehousing space and allow the customer to see the product without removing it from the box.

Floor traffic at the Pentron Products booth was more than 20 percent greater than at the 1986 show, according to company officials. Other exhibitors, however, claimed no increase in floor traffic.

Pentron's international sales have quadrupled in the last eight months, and the company has established an international sales department.

Among the new products at the show was the $49.95 Electric Heat Seat from Automan Imports, which plugs into a car's cigarette lighter. Cal Comfort displayed an audio armrest that doubles as a can cooler and speaker. Elkins Group International showed the Original Car Shirt, basically a T-shirt for a car seat.

Although the show emphasized the need to expand to global markets, many of the 1,000-plus exhibitors were working hard to meet the needs of domestic customers.

Borden Consumer Products Division, for example, used the meeting to let buyers know about the realignment of its Elmer's adhesive, Krylon spray paint and Rain Dance car wax businesses. Retailers now can buy from a single account manager, rather than each brand having its own salesperson.

More than 27,000 people visited the 19th annual Automotive Parts and Accessories Association show.

Nissan parts system revised to aid dealers

By Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

CARSON, Calif. — Nissan Motor Corp. in U.S.A. has developed and put into operation a computerized parts system that makes it easier for dealers to place and track orders.

The parts system is called Nissan Motor Parts System and was five years in the making. It was launched nationwide at Liberty Nissan, Virginia Beach, Va.

Placing the initial order from Liberty Nissan was Brock Nelson, dealership owner and president of the National Nissan Dealer Advisory Board.

Jerry Butts, Nissan parts vice president, said the system has changed the way Nissan conducts its parts business.

"While Nissan had a computer-driven parts system in place, the company found that it had outgrown its capabilities," Butts said. "So we turned over to our staff and Nissan's informational systems department the problem of developing a new system that would accommodate our business volume."

Butts said the computer hardware used by dealers under the old system is compatible with the Nissan Motor Parts System.

"There is no enrollment fee for NMPS," he said. "Dealers use their own hardware, but we supply specifications for the required software."

The Nissan Motor Parts System design began in August 1982, according to Renee Lentz, parts systems manager. "We weren't interested in just refining the existing system," she said. "Our assignment was to come up with a system that would do everything from making parts ordering easier and more efficient to assisting management in making more accurate and timely business decisions."

The system is designed to assist Nissan dealers in a number of ways. "Not only will it reduce the time between order placement and receipt, but it will allow us to provide dealers with more information regarding other aspects of their business," Lentz said.

The system can tell a dealer immediately if the part is available, if it has been packed or if it's on the truck.

"For customers, especially those with vehicles off the road, that can alleviate a lot of anxiety," she said.

Lentz said the new system is designed to get any vehicle-off-the-road order that's received by noon shipped by 5 p.m. the same day.

Some 850 of Nissan's 1,107 dealers have on-line ties to Nissan headquarters and are able to take advantage of the new program, Lentz said. Those not in the program are mostly small outlets not willing to invest in the necessary computer hardware.

"While some of our smaller dealers still process their orders by phone or mail, we are working on a program to assist them in that area also," Lentz said.

Shop volume rises again; up 6% for month

By Arthur Flax
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — The Automotive News Service Index increased in July for the second straight month.

Service and parts business at new-car dealerships rose 6.1 percent over the July 1986 figure.

In June, the Service Index increased 5.9 percent. Shop business during the first seven months of 1987 was up 3.0 percent over the same period in 1986.

Dealers attributed the increased business to the hot weather, advertising and improved customer relations.

A Midwest Ford dealer said the hot summer resulted in more tow-ins than normal. The dealership also had an increase in warranty repair work.

On the other hand, a Midwest Buick-Pontiac dealer said hot weather and customers on vacation resulted in a service decline.

The dealer also said, "Improved product seems to have some effect on our service business."

An East Coast Chevrolet dealer said service increased as a result of direct-mail advertising.

A Northwest Chevrolet-Honda dealer attributed increased service business to improved management and customer relations.

A Northwest Dodge-BMW dealer said service business slipped because the dealership was "unable to find competent mechanical help."

All indicators showed gains in July, and gross profit on all labor, parts and accessories sales led the list with an increase of 9.7 percent.

Labor sales (customer paid and warranty) climbed 8.0 percent; shop parts sales (customer paid and warranty) rose 5.4 percent; sales of all parts and accessories increased 4.8 percent; and repair orders written were up 2.5 percent.

Parts and accessories sales to off-premise customers climbed 4.2 percent in July.

For the January-July period, gross profit on all labor, parts and accessories sales was up 6.4 percent.

Sales of all parts and accessories increased 5.3 percent; shop parts sales rose 3.8 percent; and total labor sales climbed 2.0 percent.

Repair orders written fell 2.7 percent.

Parts and accessories sales to off-premises customers were up 6.5 percent for the first seven months of this year.

SERVICE INDEX
106.1★

	July, '87 vs. July, '86	7 mos., '87 vs. 7 mos., '86
Gross Profit on All Labor and P&A Sales	+9.7%	+6.4%
Repair Orders Written	+2.5%	−2.7%
Total Labor Sales (Customer & Warranty)	+8.0%	+2.0%
Shop Parts Sales (Customer & Warranty)	+5.4%	+3.8%
Sales of All P&A	+4.8%	+5.3%

★— Survey by Automotive News shows that dealers' service and parts business in July 1987 was 106.1 percent of business in July 1986. Service business in the first 7 months of 1987 was 103.0 percent of business in the corresponding period in 1986.

Service easy on new Buick Regal

SHOP TALK

ARTHUR FLAX

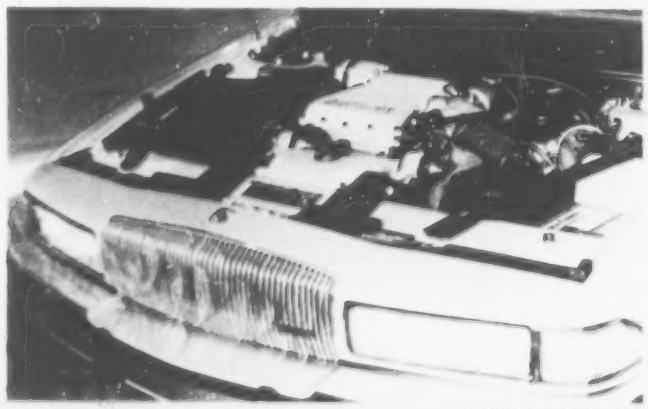
A lot of design work apparently went into making the new Buick Regal easy to maintain. The Regal is the first of the GM10 cars to reach the market.

The 2.8-liter V-6 is neatly laid out, and large, well-marked fluid caps and oil and transmission dipsticks have been installed. The fuse box is easy to reach, just inside the right fender.

Changing the spark plugs, however, will prove a bit tricky. The rear bank of plugs can be reached from underneath the car or by rotating the engine forward. That procedure, according to Buick engineers, is not as complicated as it sounds because it requires the removal of only two bolts. The engine is said to be balanced to be rotated easily.

Beyond changing the oil, fuses or spark plugs, the do-it-yourselfer will find little to do. The ignition is distributorless, and the engine never needs timing. The multiport injection system cannot be easily repaired by the amateur.

The MacPherson strut front suspension, however, has been designed to make repair easy for the professional or the amateur. Shock absorber cartridges can be reached and removed by a technician leaning over the fender.


AUTOMOTIVE NEWS ARTHUR FLAX
Regal's engine is neatly laid out and has large, well-marked fluid caps

Rolls accents service

As part of its program to improve U.S. sales and service, Rolls-Royce Motor Cars Inc. requires that each of its 60 dealers employ mechanics who work solely on Rolls and Bentley cars. Rolls-Royce also requires that the cars be repaired in service bays dedicated to the company's products.

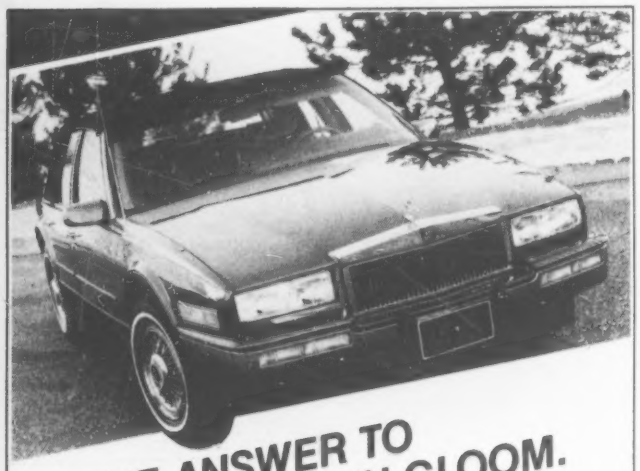
There are an estimated 100 Rolls-Royce mechanics at the 60 dealerships throughout the United States. Mechanics undergo a week's training at Rolls' Lyndhurst, N.J., training center, with appropriate updates as design changes dictate, according to a company spokesman.

Because a dozen of its U.S. dealers are in California, the company periodically moves its training to Thousand Oaks, Calif.

While salaries vary by location, they are generally quite competitive with those of mechanics who work on other luxury cars.

At Steve Foley Cadillac, Northbrook, Ill., Rolls-Royce mechanics are paid a flat hourly rate just over half the $45 hourly billed rate.

Although Rolls-Royce and Bentley autos are more complex than other cars, the hourly labor charge is the same as that for servicing a Cadillac, according to Steve Foley Jr. That translates into an annual salary in the $45,000 to $55,000 range for a Rolls-Royce mechanic.



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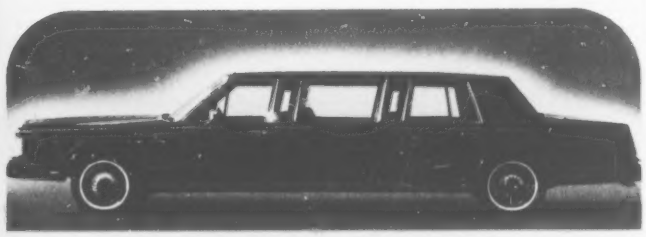

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Circle ReaderService #42

SALES

Sales no match for last year

By Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Early September domestic-car sales dropped off 51.85 percent from last year's blockbuster, record-high Sept. 1-10 sales period.

In this September's first 10 days, U.S.-built car sales totaled 177,512, down from last year's 368,680.

The daily selling rate declined to 22,189 from 46,085 for the same period a year ago. Last year's daily selling rate was the highest for any non-introductory selling period. Both periods had eight selling days, and were covered by low financing and/or rebates.

Analysts expected a downturn in sales of 40 percent to 50 percent based on last September's rocket-high 10-day numbers. Even though low financing rates and rebates have continued, many dealers were not clearing floors fast enough. They also were missing some top-selling models. A pay-back period was expected, analysts said, but it seems to have come earlier this year.

Some dealers suggested the glow of incentives has worn off.

"I sometimes think that people have gotten used to the rebate program. They put off buying a car and figure there will be a better one next month," said Dennis Korpetz, sales manager, Watkins Burdette Dodge, Frederick, Md.

The Big 3 automakers reported that sales were down 30 percent to 60 percent in the first 10 days of September compared to a year ago. Ford Motor Co.'s sales slumped to 51,243, down 33.01 percent from last year's 76,499. Lincoln sales rose 41.92 percent in the first 10 days, however, an increase attributed to greater availability.

Chrysler Motors' sales plunged 55.64 percent to 22,659 cars compared to last year's 51,082. But some dealers suggested that high inventories may bode well for the next few weeks, considering the Canadian Auto Workers strike at Chrysler plants, which has already begun shutting U.S. plants, as well.

"We have plenty of cars — a 100-day supply. We're not concerned about the strike because we have inventory. It might even be a good thing. Our early September sales are off 50 percent from a year ago," said Doug Toland, sales manager, Warnock Dodge, Livingston, N.J.

John Hippen, owner of Hippen Motor Co. (Chrysler), Aplington, Iowa, was worried about the strike: "Sales have not been too good. Yes, I'm worried about the strike. We hope to get rid of our inventory."

In spite of an eight-week incentive program, which concludes Sept. 30, General Motors' sales plummeted 60.79 percent to 91,075, down from last year's stellar 232,252.

"Given that we don't have as rich a program, we're doing all right," said David Sackaroff, general manager, Potamkin Cadillac, New York. "Inventories are low. Yes, we're down 35 percent. But on average we are ahead 15-20 percent of the Aug. 1-10 period."

Nissan's U.S.-built car sales bounded up 256.42 percent to 3,222 units in the first 10 days of the month compared with 904 last year. Honda reported a slight increase of 1.88 percent over the year-ago period, and Toyota sold 1,398 U.S.-built cars. Domestic Corolla production started a year ago in September. Volkswagen's sales of U.S.-built cars dropped 12.48 percent from last September's first 10 days.

DOMESTIC SALES

	Sept. 1-10, 1987	Sept. 1-10, 1986
Eagle	550	3,986
Chrysler	7,792	16,772
Plymouth	6,298	12,057
Dodge	8,019	18,267
Chrysler Motors	22,659	51,082
Ford	34,569	55,237
Mercury	12,232	18,132
Lincoln	4,442	3,130
Ford Motor Co.	51,243	76,499
Buick	14,316	44,033
Cadillac	6,943	14,962
Chevrolet	35,907	79,371
Oldsmobile	18,888	57,972
Pontiac	15,021	35,914
General Motors	91,075	232,252
Volkswagen	1,080	1,234
Honda	6,835	6,709
Nissan	3,222	904
Toyota	1,398	0
U.S. Industry Total	177,512	368,680

Car sales dip in Canada; trucks strong

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

Sales of North American-built cars in Canada dipped slightly in August despite sales incentives offered by most automakers.

Canadian new-car dealers delivered 53,481 domestic cars, down 4.45 percent from 55,969 in August 1986.

Truck sales in Canada remained strong. Dealers sold 31,198 domestic light trucks in August, up 26.57 percent over 24,649 last year. General Motors, Ford Motor Co. and Dodge set truck sales records.

Ford and Volvo reported that August car sales were slightly higher than last year's. Sales were down for GM and Chrysler.

American Motors now is part of Chrysler Motors. Sales of the AMC Eagle and the Renault Alliance are included in Chrysler's domestic-car figures, and Jeep sales are included in Chrysler truck totals.

GM showed the biggest drop in car sales. GM dealers delivered 27,425 domestic cars in August, down 10.62 percent from 30,685 last year. During August, the company offered financing as low as 3.9 percent or $750 in cash rebates on selected cars and light trucks. Only rebates were offered in Ontario due to a provincial law that prohibits offering both.

Despite the addition of AMC, Chrysler sales were off in August. Dealers delivered 10,594 domestic cars, down 8.23 percent from 11,544 in August 1986.

The Chrysler domestic sales included 464 Renault Alliance and GTA models and 32 AMC Eagles.

Chrysler, Plymouth and Dodge dealers offered rebates of $500 to $1,500. Jeep-Eagle dealers offered no sales incentives in August. However, Chrysler added Renault Medallion, Alliance and GTA to its incentive lineup on Sept. 8. Rebates are $1,250 on Medallion and $750 on Alliance and GTA.

Ford sales were up slightly. Dealers delivered 13,661 domestic cars, up 0.93 percent from 13,535 in August 1986. Ford also offered financing as low as 3.9 percent or $750 cash rebates.

Volvo dealers sold 210 domestically built cars, up 2.44 percent from the 205 sold in August 1986.

Honda dealers sold 1,591 Canadian-built cars — all Accords — in August.

As noted, GM, Ford and Dodge set truck sales records for August. GM sold 13,891 domestic trucks, up 19.97 from 11,579 in 1986. The previous August record was set in 1978 when GM sold 12,459 trucks.

Ford sold 10,530 trucks in August, up 14.25 from 9,217 in August 1986. Ford's previous August record was 10,352 in 1979.

Chrysler Motors sold 5,183 Dodge trucks and 1,594 Jeeps in August. That compares to 3,853 Dodge trucks and 915 Jeeps sold in August 1986. Chrysler's previous Dodge truck sales record for August was 4,275 in 1974.

In addition to North American-built cars, GM in August sold 1,605 Suzuki-built Chevrolet Sprints, 1,421 Suzuki-built Pontiac Fireflys, 122 Isuzu-built Chevrolet Spectrums, 97 Isuzu-built Pontiac Sunbursts and six Isuzu I-Marks.

Ford sold 829 Mercury Tracers, 44 Merkur Scorpios and 75 Merkur XR4Ti models. The Tracer is built in Taiwan; the Scorpio and XR4Ti are built in West Germany.

Chrysler sold 1,187 Mitsubishi cars, 15 Peugeot cars and 192 imported Renault cars.

Honda sold 2,754 Japanese-built Hondas a 55.60 percent drop from the 6,203 sold a year ago. Honda also sold 615 Japanese-built Acura cars in August.

Volvo sold 451 Swedish-built Volvo models in August.

CANADIAN SALES OF NORTH AMERICAN-BUILT VEHICLES

	Aug. 1987	Aug. 1986	Pct. Change	8 mos., 1987	8 mos., 1986	Pct. Change
CHRYSLER/AMC						
Cars	10,594	11,544	– 8.23	101,995	105,616	– 3.43
Trucks-Jeep	6,777	3,853	+75.89	63,741	40,945	+55.67
GM						
Cars	27,425	30,685	–10.62	247,150	286,334	–13.68
Trucks	13,891	11,579	+19.97	109,186	107,323	+17.36
FORD						
Cars	13,661	13,535	+ 0.93	132,429	131,418	+ 0.77
Trucks	10,530	9,217	+14.25	95,311	85,173	+11.90
VOLVO						
Cars	210	205	+ 2.44	5,573	5,461	+ 2.05
HONDA	1,591	—	—	7,558	—	—
TOTAL CAR	53,481	55,969	– 4.45	494,705	528,829	– 6.45
TOTAL TRUCK	31,198	24,649	+26.57	268,238	233,441	+14.91

CANADA MARKET SHARES August 1987

Cars	
General Motors	51.28%
Ford Motor Co.	25.54%
Chrysler/AMC	19.82%
Volvo	.39%
Honda	2.97%
Trucks	
General Motors	44.53%
Ford Motor Co.	33.75%
Chrysler/Jeep	21.72%

AUCTION DATES

American Motors

Sept. 22 — D-A Auto Auction, New Stanton, Pa.

Sept. 23 — Minneapolis Auto Auction, Plymouth, Minn., and Northeast Auto Dealers, Newburgh, N.Y.

Sept. 24 — Greater Chicago Auto Auction, Chicago; Todd Auto Auction, Telford, Pa.; and Evansville Auto Auction, Evansville, Ind.

Sept. 25 — St. Louis Auto Auction, St. Louis

Sept. 29 — Statesville Auto Auction, Statesville, N.C., and Aptco Auto Auction, Taylor, Mich.

Sept. 30 — Kansas City Auto Auction, Kansas City, Mo., and Columbus Auto Auction, Columbus, Ohio

Chrysler Corp.

Sept. 22 — Florida Auto Auction of Orlando, Ocoee, Fla.; Aptco Auto Auction, Taylor, Mich.; NuCarPrep System, Santa Fe Springs, Calif.; Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and A.D.E. of Birmingham, Birmingham, Ala.

Sept. 23 — Columbus Fair Auto Auction, Obetz, Ohio; South Seattle Auto Auction, Kent, Wash.; and Southern Auto Auction, Warehouse Point, Conn.

Sept. 24 — Fredericksburg Auto Auction, Fredericksburg, Va.

Sept. 25 — St. Louis Auto Auction, Bridgeton, Mo.

Ford Motor Co.

Sept. 23 — Columbus Fair Auto Auction, Obetz, Ohio, and Lakeland Auto Auction, Lakeland, Fla.

Sept. 24 — Greater Chicago Auto Auction, Chicago; Denver Auto Auction, Aurora, Colo.; Bay Cities Auto Auction, Inc., Hayward, Calif.; and Skyline Auto Exchange, Fairfield, N.J.

Sept. 29 — South Seattle Auto Auction, Kent, Wash.

Sept. 30 — Northway Auto Auction, Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C.; and Southern California Auto Auction, Fontana, Calif.

General Motors

Sept. 22 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and South Seattle Auto Auction, Kent, Wash.

Sept. 23 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Omaha Auto Auction, Omaha, Neb.; Southern California Auto Auction, Fontana, Calif.; and Indianapolis Auto Auction, Indianapolis

Sept. 24 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

Used Car Sales
Auction Averages

Sept. to date	$6,050
Month ago	$6,068
Year ago	$5,227

Model Breakdown
Auction Averages

	SEP 1987	AUG 1987	JUL 1987
1987	$11,502	$11,726	$11,512
1986	$8,865	$8,934	$9,032
1985	$7,342	$7,385	$7,394
1984	$5,746	$5,754	$5,756
1983	$4,969	$5,016	$5,081
1982	$3,627	$3,648	$3,684
1981	$2,602	$2,632	$2,642
1980	$2,052	$2,072	$2,068
Overall Average	$6,050	$6,070	$6,030

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Rawls Auto Auction — Since 1938. Pickup, delivery unlimited. Recon facilities. Sale every Tues., 11 A.M. 803-657-5111 or 657-7244, Leesville, South Carolina.

SOUTH CAROLINA

Clanton's Auto Auction, P.O. Box 51, Darlington, South Carolina, 803-393-2861. Sale every Thurs., Regular Consignment, 11 a.m. & Early Bird, 9 a.m. (repos & lease units).

TENNESSEE

Memphis Auto Auction, 2650 Mt. Moriah Rd. Memphis, Tenn. 38115. 901-794-7700. Sale every Tuesday at 1 PM. Mid-South's newest auto auction.

TEXAS

Fort Worth Auto Auction, 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: George Horton, 817-626-5494.

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Auctions Unlimited, 2260 East I-30, Rockwall, Texas 75087. Dallas-Ft. Worth area. Sales every Monday & Wednesday 7 PM. 214-722-9495.

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So. Seattle Auto Auction. The lease & Fleet Specialists. Tom Chase, 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

WISCONSIN

Metro Milwaukee Auto Auction. Sale every Wednesday. FMC, all leasing, AMC. 414-835-4436, Caledonia, Wisconsin.

Florida auction claims sales record

ORLANDO, Fla. — Management at the Florida Auto Auction of Orlando believes it has set a national record for a single day's gross sales of $41 million on a volume of 4,095 units, or 68 percent of the 6,026 vehicles on consignment.

The dealer sale was held July 14 and was attended by 691 buyers and 327 sellers from 37 states, said Joe Greco, general manager of the auction.

He said employees spent 41 days reconditioning more than 2,000 cars for the event, which was held to celebrate the auction's 15th anniversary.

Florida Auto Auction of Orlando is one of 17 auto auctions operated throughout the United States and Canada by Manheim Auctions, Atlanta.

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Auto Dealers Exchange of Birmingham

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NADA to continue fight on franchise arbitration

By Matt DeLorenzo
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The National Automobile Dealers Association will continue to oppose new franchise agreements that require binding arbitration in factory-dealer disputes.

Frank McCarthy, executive vice president, said that NADA will carry on the fight to protect state laws giving dealers the right to pursue remedies in the courts and before boards established by such legislation. He added that NADA will explore changes in federal arbitration laws that would provide additional relief for dealers.

"We're looking at all aspects," McCarthy said during the group's annual Washington Conference last week.

NADA has opposed Chrysler Motors' Jeep-Eagle franchise agreement containing binding arbitration provisions. Chrysler said last week that the arbitration provisions in the agreement have been revised to ensure that rights granted by state law are applied in cases of binding arbitration.

However, NADA said the revised Jeep-Eagle franchise agreement "still does not satisfy legitimate dealer concerns" regarding binding arbitration.

Robert Wade, executive director of NADA's legal and regulatory affairs group, reported that three other agreements call for mandatory binding arbitration. They are Mitsubishi Motor Sales of America, Mitsubishi Fuso Truck and Mazda Motors of America (Central).

"Dealers have had no choice in accepting binding arbitration," Wade said of those agreements, which have been offered on a "take it or leave it" basis. "It's unfair to existing dealers of a line."

Wade promised a fight and said, "When all is said and done, 1987 will probably go down as the year the state (franchise) laws were hit by a one-two punch, but didn't go down."

While the dealers are girding for a fight with manufacturers over the franchise system, they were also warned of several political issues and tougher economic times on the horizon that will affect their businesses.

Among those political issues are moves to increase the minimum wage, mandate minimum health-care coverage for all employees, limit the deductibility of advertising expenses and impose excise taxes on cars costing more than $20,000.

If passed, they mean higher operating costs — costs that NADA said are continuing to climb against a backdrop of declining sales and profits.

John Ferron, NADA vice president, said that vehicle sales will decline 11 percent in 1987 and will continue to slide downward in 1988. However, he said, "We see no recession in 1988."

While sales are declining, advertising costs are increasing, Ferron said. Total advertising expense as a percentage of net profit on each car climbed from 42 percent in 1985 to 65 percent in 1987, he said, or an average of $256 per unit. Ferron said more of the ad money is being spent on the product itself rather than trying to sell the dealership to the public.

In addition to rising ad costs, dealers are faced with higher floorplan expenses as increases in the prime interest rate have accompanied slower sales, Ferron said. The sales slowdown means more days in inventory per unit and higher floorplan costs.

Those costs are averaging $147 per unit, compared with an average of $87 as recently as 1983. Last year, the average floorplan cost was $129. Ferron said the most dramatic rise is among Japanese imports, which report average floorplanning costs of $167 per unit, an increase of more than 50 percent over last year.

Ferron reported that personnel costs this year are about seven percent higher than in 1986. As a result of rising costs and a softer market, Ferron said, overall dealer performance probably will be down this year.

He said dealers had a strong fourth quarter last year due to the strength of the used-car market, despite the 2.9 percent financing program to clear out new-car inventories, and because of the tax code changes that spurred new-car buyers to act before the end of the year.

NADA gets Capitol lowdown

Dealers briefed on outlook for trade, taxes, labor

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — State and national leaders of the National Automobile Dealers Association heard few discouraging words from federal government officials who addressed the association's annual Washington Conference last week.

Lawmakers praised NADA members for their work on important national issues, including energy, tax, trade and labor policies. Dealers were lauded especially for bringing small business concerns before the federal government.

Rep. Dan Rostenkowski, R-Ill., chairman of the House Ways and Means Committee, told the dealers that his first interest as leader of the House conferees on trade legislation is to adopt a tough trade policy that will open foreign markets.

"The U.S. has every right to demand a level playing field (in international trade)," he said, "but it is a sign of weakness when we demand points before the game begins."

Rostenkowski said he is against any changes in U.S. trade law that result in outright protection for American industries. He predicted that Rep. Richard Gephardt, D-Mo., will not have the votes to win adoption of a mandatory trade-deficit-reduction measure that is known as the Gephardt amendment.

Much of the U.S. trade deficit is due to the size of the federal budget deficit, Rostenkowski said. He blamed the budget deficit on President Reagan's refusal to raise taxes.

Rostenkowski promised he would attempt to raise additional revenue before Congress adjourns this fall. He expressed doubt that an excise tax on motor vehicles would be approved and said he sees no increase in corporate or individual income tax rates.

Revenue most likely will be raised by closing more tax loopholes, broadening the tax base and adopting more user fees for federal services, Rostenkowski said.

U.S. Trade Representative Clayton Yeutter told the dealers the White House believes there is the potential for a constructive trade bill, but he said the president has the votes to uphold a veto of trade legislation if that becomes necessary.

The United States should not become confident that either shifts in exchange rates or trade legislation can turn around the nation's $170 billion trade deficit, Yeutter said.

Policy changes must be adopted by both the United States and by its trading partners if current world trade friction is to be reduced, he said. According to Yeutter, the key issue in the United States is reducing the federal budget deficit; other nations, principally Japan and European countries, must increase their own economic growth.

Yeutter cautioned that relying on exchange rate manipulation to boost U.S. competitiveness may be misguided. He said foreign firms can absorb the effects of a weak U.S. dollar by cutting costs, holding down profits and boosting quality.

U.S. companies must demonstrate that same tenacity if they are to guard their market share and win back export markets, he said.

Sen. Dan Quayle, R-Ind., warned dealers about a number of labor bills pending before the House and Senate. Although he expressed the belief that White House and Senate opposition will prevent their implementation, he asked for dealer assistance in turning back mandatory parental leave, minimum health benefits, an increased minimum wage and notification to workers of plant closings.

Sen. Don Nickles, D-Okla., said dealers should be concerned about America's increasing dependence on foreign oil. He predicted that the United States will be using 50 percent imported oil by 1990 and 60 percent by the mid-1990s.

Nickles reminded dealers of the dislocation in the auto industry caused by past energy shortages and suggested that dealers support some type of limitation on oil imports. He predicted that Congress will approve an energy tax of some type as a means of reducing the federal budget deficit.

Above, NADA President James T. Caplinger, right, welcomes U.S. Trade Representative Clayton Yeutter to the opening breakfast at NADA's annual Washington Conference; below, House Ways and Means Committee Chairman Dan Rostenkowski gives delegates the latest view of tax legislation pending before Congress

PICKUPS

FROM PAGE 1

gest the pickups will account for most of the reduction.

Fuji Heavy Industries, the smallest Japanese contender in the pickup segment, will stop all shipments of Subaru pickups to the U.S. market starting in October. There are no plans to introduce a 1988 Brat in the United States.

Subaru's U.S. truck sales have been dwindling steadily. They totaled a mere 66 in August compared to 471 a year earlier.

Japanese makers have suffered sharp losses in the pickup market. For example, Toyota pickup sales of 177,406 for eight months were off 19.2 percent from 1986.

Similarly, Nissan pickup sales of 115,675 were off 24.44 percent. Mazda pickup sales of 92,440 were off 7.57 percent, and Isuzu sales of 30,596 were off 16.84 percent.

Mitsubishi had the only gain in pickup sales among Japanese exporters. Mitsubishi-built pickups sold by Dodge under the Ram 50 name totaled 47,475 during the first eight months, off 1.2 percent from last year. But Mitsubishi Motor Sales of America's pickup sales totaled 24,926, up 39.06 percent.

Despite heavy incentives and marketing competition in the small pickup market, a Mitsubishi spokesman in Japan said the company is still making "a little profit" on its U.S. pickup sales.

Mazda indicated it is "breaking even" on pickup sales, but is encouraged by gains during August and September.

Overall, however, the future of the pickup market for Japanese makers appears to be rather grim.

Yoshihide Kondo, analyst with Daiwa Securities, said the Japanese companies have "lost their competitive edge" due to the high yen, the 25-percent tax and competition from the U.S. Big 3.

While the Japanese are down, year-to-date sales for Ford Ranger are up 16.03 percent; Chevrolet S-10 pickup sales are up 12.87 percent; and Dodge Dakota sales totaled 71,526, up from a mere 1,745 last year when it first went on sale.

The Japanese companies' inability to match continual and heavy incentives by domestic manufacturers may be the final line.

A Mazda spokesman acknowledged that the Japanese companies "cannot compete" against incentives offered by U.S. makers.

The American companies can offer what amounts to a $1,500 incentive, he said, while the Japanese can offer only one-third of that.

Kondo said the prices for Japanese models may already have reached the maximum for U.S. consumers.

If the pickup market has lost its golden glow, other segments may show promise.

Hino Motors has indicated a strong interest in the Class 5 truck market where competition tends to be light.

The Class 7 and 8 market segments also may offer new markets for the Japanese to develop. Kondo indicated that the Japanese companies are interested in creating new markets for themselves there, much as they did with pickup trucks.

Staff Reporter Joseph Bohn in Detroit contributed to this report.

PRODUCTION

5-millionth car built

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

Domestic automakers built their five-millionth car of the year last Wednesday, 33 days behind 1986.

So far this year, 5,065,847 cars have been assembled, 11.51 percent below the 5,724,666 built last year at this point.

Last week's targeted auto production totaled 137,936, or 27.43 percent more than the previous holiday week's 108,245, but 6.38 percent below the year-ago week's 147,341.

Automakers shared last week's scheduled production as follows: General Motors, 50.21 percent; Ford Motor Co., 25.83 percent; Chrysler Motors, 15.12 percent; Honda of America Manufacturing Inc., 4.57 percent; New United Motor Manufacturing Inc., 2.39 percent; and Nissan Motor Manufacturing Co. U.S.A., 1.88 percent.

GM's Tarrytown, N.Y., plant remains idle for rebalancing of the line, affecting 4,500 workers. The plant is scheduled to resume operations Sept. 28.

Chrysler's Belvidere, Ill., plant is down this week because of the strike against Chrysler in Canada. About 1,400 workers are affected at Belvidere. Although a tentative agreement was reached in Canada last Thursday, Chrysler was not sure when the Belvidere plant would resume production.

GM announced a two-week extension of the second shift at its Wentzville, Mo., plant. The shift originally was scheduled to be dropped on Oct. 19. A GM spokeswoman said the extension is due to an increase in market demand for the Oldsmobile 98 and Delta 88 and Buick Park Avenue models.

Ford has slated daily overtime this week at all of its car plants except Edison, N.J.; and Kansas City, Mo.

Overtime is slated next Saturday for Ford's Dearborn, Mich., plant.

Truck output rebounds to 71,505

Last week's scheduled domestic truck production of 71,505 was 17.08 percent more than the previous holiday week's 61,076 but 5.46 percent below the year-ago week's 75,638.

General Motors' Pontiac, Mich., and Fort Wayne, Ind., plants were closed last week because of a parts shortage due to a fire at GM's Saginaw Axle plant in Detroit, which supplies parts to both plants.

Overtime was scheduled last Saturday at Ford Motor Co.'s Wayne, Mich., plant.

Ford slated daily overtime this week at all of its truck plants.

Canadian car output increases

Canadian automakers scheduled production of 17,047 cars last week, 39.39 percent more than the previous 12,230 but 27.85 percent below the year-ago week's 23,627.

The prior week's build was reduced by the Labor Day holiday.

Truckmakers targeted 12,519 units to be built last week, 8.92 percent below the previous week's 13,745 and 12.52 percent below the year-ago week's 14,310.

Last week's estimated truck production was affected by a strike that began Sept. 15 at all Chrysler operations except the Brampton, Ontario, plant, which Chrysler acquired when it purchased American Motors. The strike cost Chrysler about 5,500 trucks.

Although Chrysler and the Canadian Auto Workers reached a tentative agreement last Thursday, no date had been set for resumption of production.

General Motors cut production at its Oshawa, Ontario, truck plant last week because of a parts shortage caused by a fire at GM's Saginaw Axle plant in Detroit.

CANADIAN CAR	Week Ended Sept. 19, 1987	Week Ended Sept. 20, 1986	Week Ended Sept. 12, 1987	Sept. to Date	Jan. 1 to Sept. 20, 1986	Jan. 1 to Sept. 19, 1987
CHRYSLER	100	123	95	295	2,942	3,921
FORD MOTOR	5,760	10,663	4,131	14,693	373,350	314,334
GENERAL MOTORS	10,562	12,616	7,542	26,914	367,605	202,363
HONDA	400	0	282	912	0	10,181
VOLVO	225	225	180	630	7,306	7,272
Total Cars, Canada	17,047	23,627	12,230	43,444	751,203	538,071
U.S. TRUCK☆	**Week Ended Sept. 19, 1987**	**Week Ended Sept. 20, 1986**	**Week Ended Sept. 12, 1987**	**Sept. to Date**	**Jan. 1 to Sept. 20, 1986**	**Jan. 1 to Sept. 19, 1987**
CHEVROLET	13,535	23,591	10,248	39,382	858,795	796,551
DODGE	8,000	4,721	7,172	23,074	81,171	197,520
FORD	32,230	29,644	26,562	87,051	1,044,634	1,053,609
GMC	6,580	7,522	7,608	19,126	264,584	272,201
NAVISTAR	1,680	1,614	1,295	4,286	52,275	52,405
JEEP	4,600	4,338	3,712	12,963	132,439	159,190
NISSAN	2,130	1,858	1,729	5,999	86,173	62,309
AM GENERAL*	450	50	450	1,350	1,862	11,160
MISCELLANEOUS*	2,300	2,300	2,300	6,900	84,640	84,800
Total Trucks, U.S.	71,505	75,838	61,076	200,131	2,606,573	2,689,745
CANADIAN TRUCK	**Week Ended Sept. 19, 1987**	**Week Ended Sept. 20, 1986**	**Week Ended Sept. 12, 1987**	**Sept. to Date**	**Jan. 1 to Sept. 20, 1986**	**Jan. 1 to Sept. 19, 1987**
JEEP	780	746	691	2,163	20,460	24,291
CHRYSLER	1,386	8,580	5,347	13,660	288,998	281,024
FORD	3,648	3,415	2,762	8,359	118,753	105,716
GENERAL MOTORS	6,480	1,368	4,765	16,117	175,290	160,735
NAVISTAR	225	201	180	630	6,821	6,807
Total Trks., Canada	12,519	14,310	13,745	40,929	610,322	578,573
U.S., Canada Trks.	84,024	89,948	74,821	241,060	3,216,895	3,268,318

☆—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, ect.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended Sept. 19, 1987	Week Ended Sept. 20, 1986	Week Ended Sept. 12, 1987	Sept. to Date	Jan. 1 to Sept. 20, 1986	Jan. 1 to Sept. 19, 1987
AMERICAN MOTORS	0	1,833	0	0	38,755	15,994
Renault Total	0	1,833	0	0	38,755	15,994
Alliance	0	1,833	0	0	35,408	15,994
Encore	0	0	0	0	3,347	0
CHRYSLER MOTORS	20,662	24,573	18,936	62,241	972,144	761,722
Plymouth Total	5,900	8,975	4,997	16,550	299,448	224,319
Horizon	400	3,229	243	643	126,084	33,640
Sundance	1,600	1,183	1,312	4,598	12,455	66,414
Reliant	3,200	3,451	2,745	9,072	114,391	85,590
Caravelle	500	852	509	1,599	32,596	34,108
Gran Fury	200	290	188	638	13,922	4,567
Chrysler Total	6,387	6,122	7,047	22,505	298,713	260,166
Laser	0	0	0	0	27,239	0
LeBaron K	1,000	902	799	2,788	68,452	50,599
LeBaron J	2,100	0	1,890	6,439	0	81,784
LeBaron GTS	800	1,461	652	2,260	52,937	28,803
N. Yorker E-Class	87	1,341	1,016	2,879	54,835	56,425
N. Yorker C-Class	200	0	777	1,708	0	2,088
Fifth Avenue	2,200	2,418	1,913	6,431	95,250	40,467
Dodge Total	8,575	9,480	6,892	23,186	373,983	277,237
Daytona	2,000	0	1,600	5,203	30,807	42,575
Omni	400	3,143	251	851	121,371	29,014
Shadow	1,800	1,113	1,510	5,121	11,233	68,843
Aries	2,800	2,377	2,225	7,703	89,693	79,350
Dodge 600	400	746	446	1,361	51,418	30,431
Dynasty	75	0	117	335	0	474
Lancer	500	811	398	1,387	38,478	17,962
Diplomat	600	1,290	345	1,425	30,983	8,568
FORD MOTOR	35,625	28,740	27,711	95,325	1,290,352	1,312,152
Ford Division	27,033	20,174	20,678	70,591	885,916	934,398
Escort	9,366	2,260	7,242	25,247	276,418	271,640
Mustang	4,603	4,614	4,359	13,546	141,091	153,609
Tempo	1,408	3,610	151	1,559	143,567	101,389
Taurus	8,844	9,690	6,711	22,664	220,370	295,825
Thunderbird	2,812	0	2,215	7,575	104,470	111,935
L-M Division	8,592	8,566	7,033	24,734	404,436	377,754
Mercury Total	4,642	4,559	3,673	13,232	276,495	247,330
Lynx	0	366	0	0	45,968	21,352
Capri	0	0	0	0	12,409	0
Topaz	438	925	49	487	42,248	33,345
Cougar	2,767	0	2,240	7,565	86,951	100,130
Sable	1,437	3,268	1,384	5,180	88,919	92,503
Lincoln Total	3,950	4,007	3,360	11,502	127,941	130,424
Continental	0	406	0	0	14,109	9,610
Lincoln	3,293	3,005	2,803	9,589	95,965	100,780
Mark VII	657	596	557	1,913	17,867	20,034
GENERAL MOTORS	69,239	79,800	51,825	180,798	3,036,298	2,459,083
Buick Total	11,857	18,404	10,322	34,614	569,182	403,255
Skyhawk	1,250	1,666	849	2,754	62,169	22,030
Century	1,150	3,923	2,414	6,601	172,022	119,879
Regal (rwd)	625	1,714	450	1,638	44,878	32,096
Somerset/Skylark	1,785	2,268	1,137	4,122	81,306	44,515
LeSabre (fwd)	4,600	4,929	3,554	12,819	112,446	103,939
LeSabre (rwd)	178	282	108	417	11,255	6,541
Electra (fwd)	1,920	3,622	1,634	5,500	65,619	64,991
Riviera	349	0	176	763	19,487	9,264
Cadillac Total	6,916	5,326	4,208	16,509	235,986	188,017
Cimarron	291	439	144	587	18,425	8,281
Allante	150	0	116	334	0	3,775
Brougham (rwd)	1,800	1,170	1,008	4,578	61,144	49,467
DeVille (fwd)	3,588	3,717	2,380	8,647	120,827	100,877
Eldorado	589	0	297	1,281	18,513	11,815
Seville	498	0	263	1,082	17,077	13,802
Chevrolet Total	26,232	22,932	18,863	66,689	930,689	954,360
Chevette	0	2,458	0	0	73,279	0
Camaro	2,530	3,370	1,694	6,280	131,560	87,896
Cavalier	6,694	8,061	3,620	13,858	283,724	222,186
Celebrity	4,400	0	3,400	12,053	174,631	212,574
Corsica/Beretta	7,390	213	5,780	20,359	0	229,985
Monte Carlo	1,718	2,385	1,435	4,764	85,577	50,186
Chevrolet	2,860	5,795	2,422	8,223	152,522	131,933
Corvette	640	650	512	1,152	19,396	19,600
Oldsmobile Total	11,643	13,999	8,639	29,639	732,664	442,005
Firenza	310	656	396	988	28,203	4,193
Calais	3,015	2,621	1,968	6,690	86,489	80,690
Cutlass Ciera	83	2,737	0	83	183,460	100,051
Cutlass Supreme	1,677	1,467	1,335	4,530	91,703	54,881
88 (fwd)	4,138	3,677	3,270	11,288	232,289	122,430
88 (rwd)	17	348	0	17	13,951	10,673
Olds 98	1,998	2,493	1,467	5,155	82,524	49,478
Toronado	405	0	203	888	14,045	11,015
Pontiac Total	12,591	18,939	9,793	33,347	567,777	471,446
Acadian*	0	542	0	0	11,363	0
Fiero	715	1,584	85	800	49,265	21,489
1000	0	795	0	0	15,730	0
Firebird	1,510	1,969	1,077	3,709	81,245	58,201
2000 Sunbird	2,421	3,424	892	4,388	101,977	65,067
Grand Am	4,800	5,993	3,612	11,973	162,138	171,131
6000	0	2,612	1,814	4,151	102,769	56,319
Bonneville	3,000	1,758	2,175	7,879	0	92,253
Safari/Parisienne	145	262	138	447	43,290	6,986
HONDA	6,310	5,555	5,184	17,720	152,045	237,530
Civic	120	1,066	37	197	0	71,627
Accord	6,190	4,489	5,147	17,523	152,045	165,903
NISSAN	2,600	2,006	1,975	7,260	28,771	94,982
NUMMI	3,300	3,000	2,614	8,689	146,344	141,255
Corolla	900	110	698	2,317	0	30,242
Nova	2,400	2,890	1,916	6,372	146,344	111,013
VOLKSWAGEN	0	2,029	0	0	59,957	43,129
Golf/GTI	0	2,029	0	0	59,957	34,775
Jetta	0	0	0	0	0	8,354
Total Cars, U.S.	137,936	147,341	108,245	372,033	5,724,666	5,065,847
Total Cars, Canada	17,047	23,627	12,230	43,444	751,203	538,071
U.S., Canada Cars	154,983	170,968	120,475	415,477	6,475,869	5,603,918
U.S., Canada Trks.	84,024	89,948	74,821	241,060	3,216,895	3,268,318
U.S., Canada Cars and Trucks	239,007	260,916	195,296	656,537	9,692,764	8,872,236

*—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

Plastic idea sheds light on Liberty

By Roger Rowand
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — A car shown last week at a small plastics meeting here provided a first glimpse of one route Chrysler Motors is taking in new-car development via its hush-hush Liberty Project.

Liberty is a strategic program aimed at increasing flexibility and speed in product differentiation by sharply reducing model-change costs and leadtimes.

Called a composite intensive vehicle (CIV), the car was displayed by Budd Co. and Chrysler at the Advanced Composites Conference and Exposition. The event was held at the Westin Hotel by the Engineering Society of Detroit and ASM International, formerly the American Society for Metals.

An engineering paper on the vehicle was presented by Stephen Rawe, of Liberty, and Richard B. Freeman, manager of materials at Budd's new Technical Center in Auburn Heights, Mich.

A duplicate of a Dodge Lancer SE, the CIV consists of two sections.

One is a lower "universal platform" of steel, and the other is the cage-like upper section of plastic. That cage is a jointless, hollow-molded one-piece structure.

Advantages would lie in the fact that just a few large pieces of formed plastic with little interior trim could be bonded to universal platforms to create new cars quickly and at costs lower than currently encountered.

Now, platforms sometimes are used, but exterior changes to create new models are made by replacing metal piece by piece.

The CIV's styling-sensitive composite upper portion consists of bonded-together instrument panel module, roof, body sides, front and rear headers and a rear cross-member panel.

The platform includes the engine compartment and a simplified ladder assembly of steel stampings behind the dash panel.

The car's front end is steel to preserve crash-crush characteristics.

The large hollow pieces are made by a proprietary Budd process using low-pressure inflatable bag cores — instead of conventional foam cores — and fiberglass-reinforced resin transfer molding.

"Six molded parts replaced 106 steel parts of a comparable production upper structure," Rawe and Freeman said. "This excellent part integration capability resulted in the CIV being more than competitive in variable cost and less investment intensive than the corresponding steel part."

The developers called the car's design approach "process driven" and referred to needs for smaller facilities, fewer and simpler tools and fewer steps.

"The platform's simplicity allows easy track and wheelbase change with little, if any, investment," they said.

"Future differentiation requirements suggest that unique upper structures would be produced in annual volumes well below 100,000 units," the developers said.

Rawe said elements requiring further study include cost analysis, long-term endurance, impact testing, cycle times, scrap disposal and minimizing impact on existing plants.

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Dealers see soft market for '88 cars

By Edward Lapham, Michelle Krebs and Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTERS

The 1988 model year that officially begins this week will be softer and more competitive than 1987 and will be riddled with retail incentives.

That's the prevalent view of domestic-make new-car dealers interviewed last week.

Despite what their factories say, domestic-make dealers generally agreed that the next 12 months will be more difficult, at least for the other guy, and that even dealers who maintain sales volume will find it tougher to make money.

Most General Motors dealers expect the 1988 model year to be the same as 1987 model year. Some are optimistic that their dealership will do better in 1988 than in 1987 or that the division they represent will do better.

GM predicts 1988 model-year sales will be 15.0 million: 10.3 million cars, 4.7 million trucks. That represents a drop from the 15.5 million units that GM estimates for the 1987 model year. However, all of GM's five car divisions have projected a 1988 model-year sales increase.

"We're going to have serious problems with the overabundance of production," said Anthony Ursomarso, owner of Union Park Pontiac-GMC, Wilmington, Del.

"There won't be that many buyers and we won't sell more cars, but there will be more manufacturers trying to sell."

His dealership is investing in its facility — upgrading its Pontiac showroom to attract more young buyers and doubling the size of the body shop to increase business.

Don Bullock, Don Bullock Chevrolet, Rocky Mount, N.C., said

see DEALERS, page 67

AUTOMOTIVE NEWS/JOE WILSSENS

Lofty goal for Chrysler's newest cars
Chrysler Motors has new upscale models for 1988, and Chrysler Corp. Chairman Lee Iacocca expects them to attract 140,000 to 150,000 buyers during their first year on the market. The newcomers are the Chrysler New Yorker, New Yorker Landau (above) and Dodge Dynasty. **See story, Page 6.**

AD WOES: *NFL strike upsets makers' plans for promoting 1988 cars, trucks*

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

A lengthy strike by the National Football League Players Association could dampen the introduction of new cars and trucks by the nation's automakers, which traditionally use the league's televised games to advertise their new lineups.

The makers' advertising and marketing executives met with their advertising agencies last week to decide whether they would pull the costly, pre-paid advertising spots for NFL broadcasts or advertise on replacement programing including games played by non-union players.

As of midday Friday, Buick, Ford Motor Co. and Chrysler Motors had decided to run their pre-paid ads during replacement programs on ABC, CBS and NBC "at greatly reduced prices." A 30-second ad during a regular NFL game costs $200,000. The reduced prices given to those automakers were not disclosed.

Only Chrysler said it would not advertise on games using non-union players. Both General Motors and Ford said they were undecided about airing ads on games played by non-union players, and two GM officials said their relationship with the UAW — which supports the striking players — is being taken into consideration.

NFL team owners have threatened to use non-union players in place of striking players; however, the networks said Friday they had not decided if they would air those games.

The NFL strike is costly for both the automakers and the networks. If the regular NFL players do not play, automakers could lose exposure for new 1988 models at a time when car sales are already soft.

The television networks could lose millions of pre-paid advertising dollars. Replacement programs — such as movies — do not generate the same advertising revenue as NFL games because the audience is generally smaller and the networks must reduce their prices.

A Detroit-based CBS executive estimated that 20 percent of the network's NFL advertising spots are purchased by automakers. "The strike hurts all the advertisers, but it is particularly tough on the automotive industry since they are anxious to show off their new lineups," said Dick Masilotti, vice president of Detroit sales for CBS Television Network.

Officials from the Big 3 automakers said their contracts do not require them to advertise when programming is changed, and they said they are evaluating which replacement programs can generate the audience closest to that of the NFL games.

"We want the same quantity and quality of audi-

see FOOTBALL, page 67

Car output to fall 9% for year

Dip could be more in long GM strike

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Domestic automakers will build 9 percent fewer cars this year than in 1986.

The 7,108,000 cars that U.S. makers are expected to build this year compares to last year's total of 7,829,697.

Automakers scheduled fourth-quarter production at 1,821,502 cars, 4.31 percent below last year's fourth-quarter total of 1,903,517.

However, analysts predicted that fourth-quarter output will wind up even lower than scheduled, with the bulk of the cuts coming from General Motors.

Ronald Glantz, Montgomery Securities analyst, said that if the makers build what they are currently projecting for the fourth quarter, they will end up with about 300,000 units in excess of demand.

"Everyone is overly optimistic heading into the new model year, with Chrysler Motors and GM the most vulnerable," Glantz said.

Glantz expects a three-week to five-week strike against GM. A three-week strike would leave GM with too much inventory, he said.

Thomas O'Grady, Integrated Automotive Resources analyst, agreed that the automakers' fourth quarter forecasts are too high.

"If the industry builds as scheduled, it will have close to an 80-day supply of cars at the end of December," he said. "The norm at the end of the year is considered to be between 68 and 72 days."

see OUTPUT, page 67

Stocks up despite incentives

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Low-interest finance programs have failed — by and large — to blow out domestic car and truck inventories as they did a year ago.

The programs, which end this week, appear to have lost a lot of their steam.

As a result, domestic manufacturers have a large stockpile of 1987 models as they enter the 1988 season, which means more incentives or production cutbacks, or both.

Combined, the Big 3 had an estimated 1.54 million cars in stock on Sept. 20, a 73-day supply, compared to 1.39 million cars a year earlier when sales were much brisker.

General Motors, for example, had stocks of over 875,000 cars on Sept. 20, up from approximately 800,000 a year ago.

Stocks include units on dealer lots as well as those in transit to dealers.

Chevrolet's estimated stock of approximately 380,000 cars is 95,000 higher than a year ago. Its estimated 290,000 trucks is about 30,000 more.

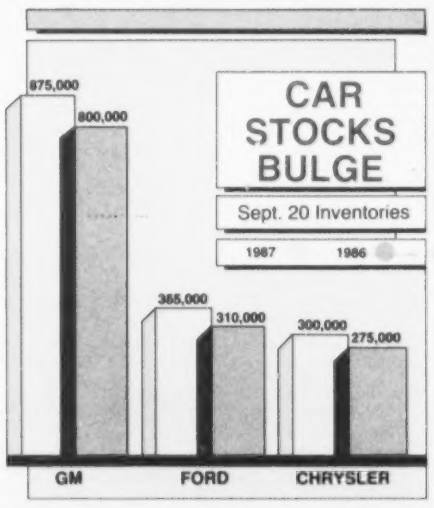
GMC's estimated stock of about 95,000 trucks is roughly 20,000 higher than 1986.

Ford Division's car stocks were estimated at about 250,000, up 30,000 from last year, although Ford's truck stock was estimated at 260,000 units, down roughly 12,000 from last year.

Chrysler's inventory, including Eagles, is approximately 25,000 more than 1986. Truck inventory of 190,000, including Jeep, is up about 15,000 from last year.

Jeep accounted for about 55,000 units, down about 5,000 from a year ago. Dodge truck inventories of about 135,000 are up about 20,000 from a year ago.

Part of that is due to added production capacity in extended-wheelbase Caravans and Voyagers, which weren't in production last year.



RUTH SKURDA

Proton arrival pushed back; volume slashed

By Stephen Vines
SPECIAL CORRESPONDENT

HONG KONG — Plans to export Malaysia's Proton Saga car to the United States have been delayed several months and the volume of planned imports has been slashed significantly.

A Proton official in Malaysia, who asked to remain anonymous, said that it will not be possible to start shipping cars to the United States until the fourth quarter of 1988. The first shipments will be modest in size, building up to a planned export of 20,000 cars the following year, the official added.

However, in New York, William

see PROTON, page 66

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Canadians walk out; trade talks break off — Page 2
Honda developing entry-level U.S. car — Page 3
Sales famine continues; mid-Sept. down 45% — Page 65

Honda's new two-door Accord coupe will be built in Ohio and exported to Japan

SUB-CIVIC

Honda developing entry-level U.S. car

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPOVTER

LAS VEGAS, Nev. — As a bigger, more expensive 1988 Civic debuts, Honda Motor Co. is already developing a smaller model for the 1990s that would become Honda's entry-level U.S. car, positioned below Civic.

Honda acknowledged the development program within its research and development subsidiary, but said the project has not achieved corporate approval or even consensus among product planners and senior executives.

Honda North America President Tetsuo Chino has become the program's champion.

"We need a new entry-level car in the U.S. because of Civic's evolution," Chino said in an interview after a press introduction here. The new Civic is the size of the first-generation Accord. "There is a vacuum below Civic, so we have asked r&d to develop a new entry-level model."

The car is in the earliest stages of Honda's dual-track development system and is unlikely to debut before 1991. Honda's development lead time is currently three years and several months, said Nobuhiko Kawamoto, president of Honda R&D Co. Ltd., Saitama, Japan. Chino noted that r&d already is very busy developing new Acura division products in addition to developing successors for existing products for the United States and Japan.

Honda's growing U.S. manufacturing complex in Ohio is the leading candidate to produce the sub-Civic model, although Japan or Canada would be considered despite capacity constraints at both locations.

The Ohio plant already has been selected to be the exclusive factory for the 1988½ Accord two-door coupe. Two models will be offered; the car is expected to bow in February. The new coupe will be the first vehicle built by a Japanese company in the United States to be exported to Japan for sale.

As for the sub-Civic model, cost is Honda's biggest stumbling block. Because the City and Today models sold in Japan are considered unsuitable for the U.S. market, any sub-Civic model would have to generate here most or all of the sales volume necessary to achieve profitability, Chino said. But he said he also believes other world markets exist for it.

AUTOMOTIVE PRESS SERVICE PHOTOS

Short trunk lid and new roof treatment

Unless the development project is combined with a City replacement, about two years away, a below-Civic model would need minimum 100,000 annual volume to be worthwhile, Kawamoto said.

Chino believes Honda needs to protect its low-price heritage against new low-end import competition. An entry-level Honda creates owners loyal to Honda over the long haul, especially important now that the company has established its upscale Acura division with prices into the mid-$20,000s, he said.

The 1988 Civic, which ranges from $6,095 to $9,675 in base price, is the perfect entry-level U.S. car, said Yoshihide Munekuni, president of American Honda Motor Co.

"We do need a product under $6,000, but that is not the big part of the entry-level market," Munekuni said. "The heart of that market is in the $6,000 to $8,000 range. That is where we have to succeed."

Chino said dealers have supported a below-Civic entry for several years, since the last generation Civic was introduced.

But the depth of dealer demand is questioned by Honda management. If Honda approves a below-Civic entry, it will be because the company believes it is necessary, not because of dealer demand, Kawamoto said.

Thursday is strike deadline, union tells Ford of Canada

By Alex Law
SPECIAL CORRESPONDENT

TORONTO — The Canadian Auto Workers will strike Ford Motor Co. of Canada at 10 a.m. Thursday unless an agreement is reached that guarantees partly indexed pensions for the firm's 13,000 current workers.

That was the unequivocal message delivered by CAW President Bob White to Ford officials in Toronto last week, where a new three-year agreement is being negotiated.

White was adamant that the workers would walk off the job on that date unless a contract is reached that is similar to the one that was ratified by an overwhelming margin by Chrysler Canada workers.

"We won't walk away from here without the pattern settlement. We expect no less," White said.

He also said there would be no extensions, unlike the situation in the United States under which an agreement was reached between Ford Motor Co. and the UAW.

Donald McKenzie, Ford's chief negotiator, did not attend the meeting with the CAW because of his father's death, but company spokesman Jim Hartford said he thought the deadline date was "quite reasonable."

He said the company was reviewing the Chrysler agreement to see how it would apply at Ford.

Members of the CAW work at nine Ford plants and offices in five Ontario cities — Oakville, Windsor, St. Thomas, Niagara Falls and Brompton. A strike in Canada would have a quick effect in the United States because plants in Windsor supply engines for Ford truck assembly plants in Lorain, Ohio; Kansas City, Mo.; Norfolk, Va.; and Wayne, Mich. Windsor casting operations supply parts for engine plants in Lima, Ohio; Cleveland; and Dearborn, Mich., plants.

In addition, the following vehicles are produced in Canada for the U.S. market: Ford Escort, Tempo and Crown Victoria; Mercury Topaz and Grand Marquis; and Ford light-duty trucks.

Chrysler workers struck for seven days (five of which were work days) to get a six-year indexing formula for future retirees and a three-year contract on wages and other benefits. The agreement also included increased benefits for present retirees.

"There's no reason for a strike here. We have good labor relations with Ford, and we have established a pattern with Chrysler," White said.

In response to reporters' questions, White said he would ask Ford of Canada to explain the contract its parent firm has with the UAW.

There have been reports that the guarantee-of-jobs arrangement in that contract puts Canadian jobs at risk. White said that if Canadian jobs are threatened by the U.S. agreement, he would negotiate for their protection.

After it comes to terms with Ford, the CAW will turn its attention to General Motors of Canada. GM has about 38,000 workers at 13 plants in Oshawa, Windsor, St. Catharines, Scarborough and London (all in Ontario) and at St. Therese and St. Eustache in Quebec.

REGAL: *First GM10 car better equipped, but price increases 4% to 8%*

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Buick announced that the base price on its all-new Regal is 7.7 percent higher on the Custom model and 3.9 percent higher on the Limited than the 1987 versions of the Regal.

Buick said the Manufacturers Suggested Retail Price for the Regal Custom is $12,449, or $887 higher than the 1987 model, and the Limited is $12,782, or $479 above the 1987 price.

However, Buick General Manager Edward H. Mertz said that the new Regal includes a long list of standard equipment that the 1987 Regal did not have, including automatic transmission with overdrive and four-wheel, power-assisted disc brakes.

When the new Regal is equipped with the options most people would order, Mertz said the Regal Custom would be only $298 more than its 1987 counterpart, and the Regal Limited would be $185 less than the old Regal Limited.

Based on Buick's figures, the 1988 Regal Custom would cost $13,809, if ordered with the most popular options, compared with $13,511 on the 1987 model. The Regal Limited would cost $14,567, compared with $14,752.

The Regal, the first of the GM10 front-wheel-drive mid-sized cars to be introduced, will go head-to-head with the Ford Thunderbird and Mercury Cougar, Ford Taurus and Mercury Sable and Chrysler LeBaron. Only tentative prices have been announced on those models.

The new Oldsmobile Cutlass Supreme and the Pontiac Grand Prix, also part of the GM10 family, are expected to see base-price increases similar to the Regal when they are introduced in the spring.

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Subaru stock price declines to 52-week low

By John A. Russell
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — The impact of Subaru of America's third-quarter losses are being felt in the stock market as the company hit a 52-week low in trading last week.

Some analysts believe there is no near-term solution to the company's problems. One said he expected the stock price to reach single-digit figures before there is a turnaround.

Last week, Subaru traded at a 52-week low of $10.25 a share compared with a price of $27.24 a year ago. Since the company announced a $49.8 million third-quarter loss on Aug. 27, the stock has declined from $12.13 a share.

The National Association of Securities Dealers reported that on Sept. 15, more than 750,000 of Subaru's 49 million shares had been sold short in the preceding month. In a short sale, an investor bets that a stock price will decline. It is sold in anticipation of buying it back later at a lower price.

Ann Knight, analyst for Paine Webber, said the report of the loss is catching up with the company in the market. She said she sees no short-term solution to the problem. Most of the factors affecting the company are "out of Subaru's control," she added.

Knight has previously described Subaru's situation as being squeezed from two directions. The manufacturer, Fuji Heavy Industries in Japan, has tried to move upscale to recoup production costs and to offset the effects of a declining dollar against the yen. But the market will not accept higher-priced Subaru cars.

Subaru President Thomas Gibson outlined recently (Automotive News, Sept.7) the actions the company is taking to place the company in a better position next year, including reducing monthly shipments for the next three months and shifting the mix to less-expensive models.

However, even with the reduction in shipments, Subaru intends to meet its quota, Gibson said.

However, analysts continue to predict a fourth-quarter loss for the company. Daniel Dalton, director of investor relations for Subaru, said that over the past year, changes in exchange rates have had an impact on earnings. And the decline in earnings has an impact on the stock prices, he said. The quarterly loss is being reflected in the market now, he said.

While the company enjoyed record August sales of 17,745 cars, he said that the continuing impact of the loss is being felt.

Joseph Phillippi, analyst for E.F. Hutton, was more pessimistic. He projected another loss in the fourth quarter as well as a "tough first half" for the company.

It was Phillippi who predicted the company would hit single-digit stock prices before it turns around.

While terming the projected fourth-quarter results as "pretty grim," he said he believed they would not be as bad as the third quarter.

Dalton said, "We need to demonstrate less of a loss and a turnaround in the financial picture" to have the stock show positive movement.

Dalton said the company views the current situation as temporary and expects next year to be a turnaround period.

Next year's moves include adjusting the model mix. Subaru wants to start next year with a model mix of 55 percent of its cars under $10,000 — which was not the case for 1987.

Imports top mpg list; Chevy Sprint is leader

By Helen Kahn
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The Chevrolet Sprint Metro, a subcompact weighing 1,875 pounds, has the highest EPA mileage ranking for the second consecutive year.

The 1988 Suzuki-made vehicle, with a five-speed manual transmission, gets 54 mpg in the city and 58 mpg on the highway — the same numbers achieved by the 1987 Sprint ER.

The worst gas guzzler, according to the EPA, is the 1988 Lamborghini Countach, which gets 6 mpg in the city and 10 mpg on the highway. The gas-guzzler tax on that car is $3,850.

Other high-mileage vehicles, all with five-speed manual transmissions, include:

- Honda Civic CRX HF, 50 mpg city, 56 mpg highway. The car has a shift indicator light, which improves gas mileage.
- Honda Civic CRX HF, 45 mpg city, 53 mpg highway. It does not have the shift indicator light.
- Pontiac Firefly, Suzuki Forsa and another Chevrolet Sprint, 44 mpg city, 49 mpg highway. The Firefly is sold in Canada and Puerto Rico; the Forsa is sold in Puerto Rico and Hawaii.
- Ford Festiva, 39 mpg city and 42 mpg highway.
- Daihatsu Charade, 38 mpg city and 42 mpg highway.

Next in line are four cars that tied at 38 mpg city and 40 mpg highway. They are: a Ford Festiva with four-speed manual transmission and a Pontiac Firefly, Suzuki Forsa and Chevrolet Sprint, all with three-speed automatics.

The EPA data comes from emission-certification results submitted by automakers from early prototype models tested under controlled laboratory conditions. But EPA confirms about 30 percent of the data at its Ann Arbor, Mich., laboratory.

In releasing the data on 1988 models, EPA stressed that about 51 percent of the cars have a multipoint fuel-injection system that permits very precise fuel-metering over a wide range of operating conditions. About 83 percent of the models have fuel injection.

EPA is no longer providing a list of the domestic models with top fuel economy. The agency said that there is a growing tendency to produce cars in the United States through joint ventures between domestic and foreign firms. Many of those vehicles are perceived to be "domestic" even though they do not meet the domestic-content requirements required under the fuel economy law.

1988 EPA FUEL ECONOMY ESTIMATES TOP OVERALL

Model	City	Highway	Engine Description (size/no. of cyl.)	Transmission
Chevrolet Sprint Metro	54	58	1.0L/3	M5
Honda Civic CRX HF	50	56	1.5L/4	M5
Honda Civic CRX HF	45	53	1.5L/4	M5
Pontiac Firefly	44	49	1.0L/3	M5
Suzuki Forsa	44	49	1.0L/3	M5
Chevrolet Sprint	44	49	1.0L/3	M5
Ford Festiva	39	43	1.3L/4	M5
Daihatsu Charade	38	42	1.0L/3	M5
Ford Festiva	38	40	1.3L/4	M4
Pontiac Firefly	38	40	1.0L/3	A3
Suzuki Forsa	38	40	1.0L/3	A3
Chevrolet Sprint	38	40	1.0L/3	A3

A — automatic transmission
L — liters
M — transmission

1988 EPA FUEL ECONOMY ESTIMATES LOWEST OVERALL

Model	City	Highway	Engine Description (size/no. of cyl.)	Transmission
Lamborghini Countach	6	10	5.2L/12	M5
Rolls-Royce Bentley Continental	9	11	6.8L/8	A3
Rolls-Royce Bentley Eight/Mulsan	9	11	6.8L/8	A3
Rolls-Royce Corniche II	9	11	6.8L/8	A3
Rolls-Royce Silver Spirt/Spur	9	11	6.8L/8	A3
Rolls-Royce Silver Spur Limousine	9	11	6.8L/8	A3
Ferrari Testarossa	10	15	4.9L/12	M5
BMW 5-Series	10	19	3.5L/6	M5
BMW 6-Series	10	19	3.5L/6	M5
Mercedes-Benz 560 SEL	13	16	5.6L/8	A4
Mercedes-Benz 560 SEC	13	16	5.6L/8	A4

A — automatic transmission
L — liters
M — transmission

IMPORT SALES BY MODEL

	Aug. 1987	Aug. 1986	8 Mos., 1987	8 Mos., 1986
ACURA	10,317	5,355	70,155	22,760
Integra	4,629	2,944	37,778	12,907
Legend	5,688	2,411	32,377	9,853
ALFA ROMEO	523	1,030	4,575	4,901
AUDI	2,694	4,438	32,143	41,347
4000S	1,387	884	7,666	9,009
4000CS Quattro	445	290	2,140	2,578
5000S	267	2,316	15,054	21,442
5000CS Turbo	87	544	2,974	4,199
5000CS Turbo Quattro	255	221	3,053	2,084
Coupe GT	253	183	1,256	2,035
BMW	8,057	8,016	58,915	62,666
318i	0	19	15	874
524 TD	1	61	28	1,597
325	5,569	5,624	39,114	39,464
528e	811	1,027	6,540	8,657
535i/535iS	434	570	4,707	5,824
6-Series	132	194	1,281	1,856
7-Series	870	521	6,150	4,394
M3	159	0	420	0
M5	42	0	216	0
M6	39	0	444	0
CHEVROLET	15,335	14,127	87,823	105,847
Spectrum	7,927	8,744	52,131	59,553
Sprint	7,408	5,383	35,692	46,294
CHRYSLER/MITSUBISHI	13,001	11,593	86,586	87,333
Colt	8,433	8,562	55,888	61,350
Conquest	1,070	407	8,766	3,704
Vista	3,498	2,624	21,932	22,279
EAGLE/RENAULT	1,382	328	8,320	2,615
18i	0	297	0	1,486
Fuego	0	31	0	1,130
Medallion	1,382	0	8,320	0
FORD Festiva	5,172	0	10,529	0
HONDA	23,472	31,735	182,871	255,229
Civic/CRX	11,879	15,121	84,069	147,658
Accord	6,914	9,388	60,486	67,263
Prelude	4,679	7,226	38,316	50,398
HYUNDAI	26,850	20,689	184,378	92,775
ISUZU	5,874	3,379	27,179	21,664
I-Mark	5,372	2,606	22,452	13,102
Impulse	502	773	4,727	8,562
JAGUAR	2,084	1,676	14,146	15,325
XJ6	1,443	1,388	10,679	12,306
XJS	641	288	3,469	3,019
MASERATI	60	50	480	978
MAZDA	20,756	16,880	130,365	136,993
323	8,522	5,645	48,157	45,548
626	6,634	6,416	54,104	57,429
MX-6	404	0	404	0
929	87	0	87	0
RX-7	5,109	4,819	27,613	34,016
MERCEDES BENZ	7,483	7,265	60,003	58,263
190	1,556	1,485	12,460	13,363
260E	519	0	3,820	0
300	1,899	2,305	15,721	15,457
300SDL Turbo	604	742	4,810	2,919
420SEL	1,369	1,061	9,412	10,096
560SEL	440	624	4,046	5,940
560SL	930	803	7,819	7,426
560SEC	116	113	1,156	1,501
Tourist	50	132	759	1561
MERKUR	2,482	1,139	9,537	10,318
XR4Ti	1,170	1,139	5,995	10,318
Scorpio	1,312	0	3,542	0
MITSUBISHI	6,351	4,776	47,482	31,973
Starion	474	389	3,936	3,691
Cordia	230	388	2,718	3,359
Tredia	659	1,156	3,837	6,705
Mirage	832	1,402	10,689	8,562
Galant	748	1,441	7,436	9,656
Precis	2,944	0	14,055	0
Van/Wagon	464	0	4,811	0
NISSAN	33,747	47,807	279,878	336,858
Sentra	7,963	19,006	78,059	113,172
Pulsar	5,915	3,540	44,947	31,803
Stanza	5,655	7,410	43,840	43,129
Maxima	9,330	9,976	62,546	76,852
200SX	2,421	3,359	23,225	32,152
300ZX	2,246	4,220	25,056	36,594
Hawaii	217	294	2,205	3,156
PEUGEOT	793	1,040	6,086	8,810
PONTIAC LeMans	9,510	0	18,813	0
PORSCHE	2,137	2,956	17,013	20,561
924S	366	431	2,105	1,677
944	678	749	4,485	7,097
944S	130	0	1,603	0
944 Turbo	215	768	1,802	4,864
911 Coupe	333	406	2,959	2,936
911 Turbo	131	122	1,061	1,010
911 Cabriolet	145	250	1,637	1,403
928S	139	230	1,361	1,674
SAAB	4,657	4,308	31,496	33,287
900	1,091	1,282	6,756	10,128
900S	1,606	1,467	10,256	10,301
900 Turbo	922	763	6,160	5,627
9000S	402	0	2,467	6,623
9000 Turbo	560	690	5,229	0
Tourist	76	106	530	606
STERLING	1,426	0	9,317	0
SUBARU	17,745	13,493	109,695	120,524
Hatchback	839	1,420	5,025	11,770
3-Door	1,400	1,078	9,192	7,097
4-Door Sedan	3,898	3,341	26,979	35,363
XT	1,565	1,786	13,066	16,523
Station Wagon	8,684	5,868	48,615	49,771
Justy	1,359	0	6,818	0
TOYOTA	61,451	50,138	357,604	403,212
Corolla	10,928	13,041	65,235	96,893
Tercel	11,353	4,058	62,726	47,187
Celica	9,644	8,096	53,588	71,956
Supra	3,003	2,893	19,911	20,602
Camry	20,725	13,258	113,866	96,424
Cressida	2,291	3,719	14,410	26,573
Land Cruiser	366	338	2,697	2,556
Van	1,272	1,707	9,561	13,045
4Runner SR 5	201	276	1,111	4,017
MR2	1,321	2,439	11,235	19,950
Hawaii	347	311	3,262	4,009
VOLKSWAGEN	11,002	12,000	88,135	102,123
Cabriolet	1,243	1,045	10,638	10,334
Jetta	2,976	8,016	38,394	68,011
Vanagon	1,201	1,048	7,025	8,550
Quantum	855	985	4,559	7,480
Scirocco	681	906	5,043	7,748
Fox	4,046	0	22,486	0
VOLVO	10,080	10,157	80,951	85,050
240 Series	4,624	5,016	39,218	41,491
740 Series	3,784	4,143	31,206	34,407
760 Series	1,474	932	9,041	7,509
780	82	0	214	0
Tourist	116	66	1,272	1,643
YUGO	4,200	4,123	35,272	18,983
IMPORT TOTAL	308,641	278,498	2,049,751	2,090,496

Compiled by Karen Dellenbach

Dealer pact is revised by Peugeot

By John A. Russell
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — Peugeot Motors of America has sent a new franchise agreement to its dealers. It marks the first major revision in the agreement in 15 years.

William Kelly, Peugeot general sales manager, said the new agreement was rewritten with the cooperation of an ad hoc committee of the Peugeot Dealer Council and the advice of the National Automobile Dealers Association.

It takes into account changes in policy at Peugeot as well as changes in the laws governing the sale of motor vehicles in the United States, Kelly said.

Like the old agreement, the new franchise is perpetual. "We don't refranchise every year," Kelly said.

Several key issues have been addressed. Kelly said procedures for dealing with lemon laws and recalls have been included.

For recalls, if there is a substantial delay in supplying parts for cars in dealer inventory, the dealer can obtain floorplanning relief. In extreme cases, he has "putback," or reimbursement, rights.

In the future, Peugeot will immediately credit dealer accounts for transportation damages.

Kelly said dealers wanted to service gray-market vehicles. He said the agreement permits that, provided customers are made aware of the fact that Peugeot Motors of America is not under obligation to warrant the cars.

Under the new agreement, the time for record retention has been reduced from three years to two years, Kelly said.

The dealer development plan, instituted by Peugeot last year, becomes part of the agreement. The plan sets minimum standards in sales, service and parts, including training. A minimum customer satisfaction index also is established.

The standards for the year are established by dealers and Peugeot Motors of America in individual meetings. Dealers will sign the new franchise agreements at the meetings, which are scheduled to begin in October, Kelly said.

Bob Lewis, president of the Peugeot Dealer Council, said the council contributed to the new agreement. He also said NADA was very helpful.

Lewis termed the agreement "nothing earth-shattering" and said that there was give and take on both sides — Peugeot and the council.

He said that signing the agreement was up to the individual dealers, but he said he believed that Peugeot has tried to write a franchise that is fair to both parties.

Poland, Fiat sign deal for '91 small-car output

TURIN — Fiat Auto officials have signed a $500 million contract with Poland's Pol Mot trade organization for a new small car to be built in Poland, beginning in 1991.

The new model, to replace the Fiat 126, will be built by FSM and sold in western Europe by Fiat dealers. Output is expected to reach 160,000 a year by 1995.

There is still no confirmation of whether Fiat or Japan's Daihatsu has the contract to build medium-sized cars in Poland with FSO.

Volvo's futuristic center

Visitors rub their eyes in disbelief. Not just because of the space-age architecture, but mostly at the sight of the unlikely combination of IBM and Digital computers, interlinked and working in harmony on Volvo passenger-car development projects in Gothenburg, Sweden.

Called the CAE (computer-aided engineering) Application Centre, one of its objectives is to cut Volvo's product-development lead time by 25 percent from concept to job-one assembly. (See related story on page 39.)

The CAE Application Centre encompasses all Volvo operations from product development to marketing.

All Volvo computing systems are simulated in four areas, called quadrants. They include product development, production, commercial systems and futuristic-idea development. The fourth quadrant also includes projects which do not fall naturally into one of the other quadrants.

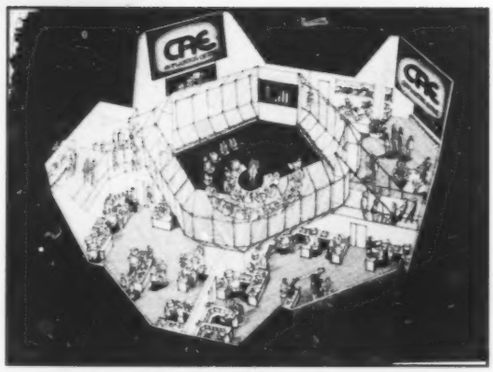
A major use of the quadrant system is checking out new equipment and techniques — including simulated trial runs of processes and products — without interrupting vehicle production.

Swedish Telecom has the job of linking together the various computers and terminals within and between the quadrants, and to the outside world. It does this by using a wide-band network.

Two channels currently are being used to test standardized manufacturing automation protocol (MAP), which is expected to be adopted industry-wide by auto manufacturers in the early 1990s.

Also being investigated and tested is technical office protocol (TOP), which involves handling engineering drawings and documents.

The CAE Application Centre also is used to hold global video conferences via remote-controlled cameras.



Artist's rendering of Volvo's CAE Application Centre shows how computing systems are simulated in four areas, called "quadrants."

For example, during a meeting between engineers in Sweden and another part of the world, pictures from a camera located in one of Volvo's robot laboratories can be switched in to permit a manufacturing process to be visualized and studied.

Among hundreds of research projects under way is Odette, which involves transferring administrative information between vehicle manufacturers and component suppliers. Its format has been agreed on by all European automakers, and pilot tests are under way. ■

WORLD NEWS BRIEFS

Volvo taps Kuilman

Martin Kuilman, 61, has been appointed chairman of the supervisory board of Volvo Car BV in the Netherlands. Kuilman, vice-president and vice-chairman of the board of management of N.V. Philips' Gloeilampenfabrieken, succeeds the late Wim Bogers, who had served as Volvo BV chairman for the last six years.

New engine for Opel

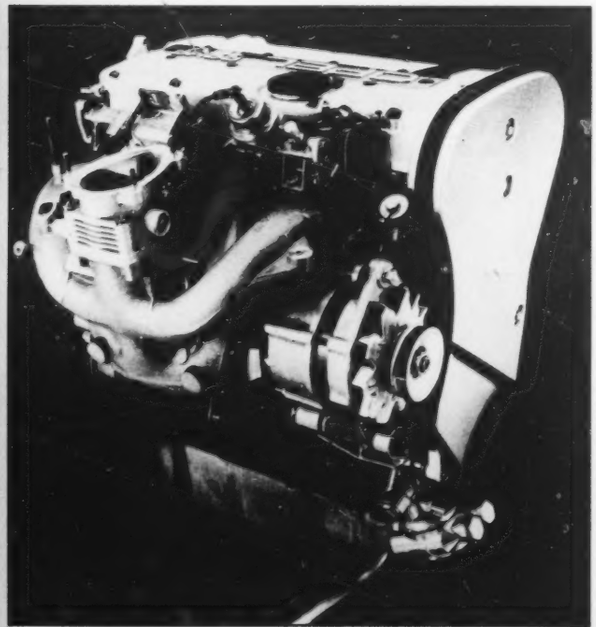
Adam Opel AG next spring will unveil a special version of the Kadett GSi, equipped with a brand-new 150-horsepower 2.0-liter 16-valve 4-cylinder engine (pictured below), featuring Bosch-Motronic fuel injection. The new engine, which made its debut earlier this month at the Frankfurt auto show, is said to propel the GSi 16V from 0-60 mph in about 7.8 seconds.

RVI finally sees black

Renault Vehicules Industriels, the French government-owned truck manufacturer, has emerged from the red for the first time since it was formed through the merger of two French commercial vehicle makers 13 years ago. RVI achieved a consolidated net profit of 30 million francs ($5 million) in the first half of 1987, and RVI chairman Philippe Gras said the unit will finish the year in the black. The improvement reflects an 80-million franc profit in the first half by Mack Truck, RVI's U.S. subsidiary. RVI lost 50 million francs during the period, compared to a loss of 460 million francs in the first half of 1986. Gras said both RVI and Mack will be profitable in the second half. Control of Mack transferred from the parent company, Renault, to RVI earlier this year. RVI was created in 1974 by the merger of Saviem and Berliet in France.

Perkins links with Bus

Perkins Engines and Bus Engineering Ltd., a wholly owned subsidiary of London Regional Transport, have agreed in principle on a joint venture to assemble Gardner diesel engines at a Bus plant in London. The joint venture would build some 1,000 Gardner engines for bus, coach, marine and truck applications during the first year of operation. The engines would continue to be sold and marketed by Gardner, which is part of the Perkins Engines Group.



Opel's new 2.0-liter 16-valve engine will appear in Kadett GSi next spring.

Africa gets MAN trucks

Lonhro, the British-based trading company, will market MAN heavy trucks to several African countries through a barter arrangement. Lonhro, MAN's importer in the U.K., will supply up to 100 West German-built trucks to Uganda, Kenya, Tanzania and Zambia in exchange for agricultural products.

Rover sells Indian stakes

The British government-owned Rover Group has put up for sale its 40 percent stake in Ashok Leyland, India's second-largest truck and bus maker, and its 50-percent holding in Ennore Foundries, a components maker in India. Ashok Leyland produces about 6,000 vehicles annually. Earlier this year, Rover sold its Leyland Trucks and Freight Rover units to Leyland-Daf, a new joint company owned by the Dutch truck manufacturer.

Jaguar's German expansion

Jaguar has formed a leasing joint venture in West Germany between the automaker's local sales unit and Lombard North Central, the financing arm of the National Westminster Bank in London. The newly formed Jaguar Leasing GmbH will market cars through Jaguar's approximately 100 dealers in West Germany. The British luxury-car maker expects to sell about 2,500 cars in Germany this year.

Thailand prefers Daimler

Thailand has placed an order with Daimler-Benz AG for 1,800 1¼-ton four-wheel drive military trucks. The deal is worth 250 million German marks ($139 million). Deliveries are scheduled to start by the end of the year.

Export drive pays off

Austin Rover, passenger-car unit of Britain's state-owned Rover Group, more than doubled its revenue from export sales during the first half of 1987 to 350 million British pounds ($560 million). Exports increased 15 percent to more than 70,000 cars, including 6,381 Sterlings sold in the U.S. since the car's mid-February launch. Austin Rover's largest export market is France, with first-half sales of more than 18,000.

Nissan financial moves

Nissan will set up three financial subsidiaries in Europe. The Japanese automaker plans to establish Nissan Motor Acceptance Corp. (Netherlands) to provide consumer car loans and other financing to customers and dealers. The unit is expected to begin operations by the end of the year. By the end of this month, London-based Nissan International Finance (Europe) Ltd. and Nissan International Finance (Netherlands) BV will have been formed. Both entities will issue commercial paper to investors.

Nissan snags land

Nissan has exercised its option to acquire the full 736-acre site in Washington, England, where it began production of Nissan Bluebirds last year. Nissan Motor Manufacturing (U.K.) has been occupying just under 300 acres of the site. Nissan previously announced plans to increase production substantially in Washington by the early 1990s.

GKN posts loss

GKN, the British automotive components and engineering giant, has reported a 10-percent drop in pre-tax profits to 67 million British pounds ($107 million) in the first half of 1987. GKN said earnings were affected by lower prices in its auto parts business in the United States.

Sales in Brazil

All Vehicles

	8 mos., 1987	8 mos., 1986
Agrale	843	1,040
Engesa	418	275
Fiat Auto	44,490	70,006
Ford	83,234	119,762
General Motors	91,153	140,728
Gurgel	1,178	1,315
Mercedes-Benz	21,516	23,661
Saab-Scania	2,622	3,383
Santa Matilde	17	120
Toyota	2,270	2,375
Volkswagen	124,739	231,746
Volvo	1,397	1,877
Total	373,877	596,288

Sales in Italy

Cars

	6 mos., 1987	6 mos., 1986
ARO	1,562	1,251
BMW	11,071	11,540
Chrysler	10	11
Daihatsu	81	91
DeTomaso	9,329	9,194
Innocenti	7,259	7,303
Maserati	2,070	1,891
Fiat Auto	686,213	623,349
Fiat	504,151	467,704
Alfa Romeo	67,757	68,225
Lancia/ Autobianchi	113,753	96,012
Ferrari	552	408
Ford	44,972	40,106
GM-Opel	34,621	32,824
Honda	25	163
Hyundai	1,207	633
Isuzu	55	0
Jaguar	356	182
Lada	681	510
Mazda	5	20
Mercedes-Benz	14,337	10,982
Mitsubishi	237	224
Nissan	12	0
Peugeot SA	83,249	74,347
Citroen	38,840	37,817
Peugeot Talbot	44,409	36,530
Porsche	478	443
Renault	89,138	84,865
Rolls-Royce	15	18
Rover Group	14,063	14,650
Saab	2,300	2,065
Skoda	943	880
Subaru	186	71
Suzuki	5,500	1,724
Toyota	931	340
UAZ	575	415
VW Group	129,982	104,506
Volkswagen	82,606	72,225
Audi	12,097	7,670
Seat	35,279	24,611
Volvo	9,459	9,756
Others	320	1,300
Total	1,141,913	1,035,460